Mission
The mission of the Continental Divide Trail Coalition (CDTC) is to complete, promote, and protect the CDT. With a growing trail community which includes 19 designated CDT Gateway Communities and over 2500 active members, CDTC is re-imagining the future of cooperative landscape stewardship, building strong partnerships with diverse communities, and supporting access to the enjoyment and economic benefits provided by the lands and waters along the Divide.

Overview of Work
In its mission to complete, promote, and protect, the CDT, CDTC engages with Gateway Communities, agency staff, members, recreationists, volunteers, conservationists, local leaders, members of Congress, and others to help ensure that the holistic benefits of the CDT are available to all. Through stewardship programs, trail completion efforts, community connections, advocacy, and educational programs, CDTC continues to build on the promise made by Congress over four decades ago to protect and provide access to the natural, historic, and cultural resources of the Divide landscape.

A Decade of Stewardship
CDTC celebrated its 10th anniversary in May 2022. To learn more about CDTC and events highlighting 10 years of trail stewardship, you can visit: continentaldividetrail.org.

About this Report
As a connector of landscapes, communities, and cultures, the Continental Divide National Scenic Trail (CDT) provides a setting for community members, decision makers, conservationists, outdoor enthusiasts, and everyone connected to the lands and waters of the Divide, to come together to discuss how to steward the vital natural, cultural, and historic resources found across its entirety. With this report, the Continental Divide Trail Coalition hopes to highlight the role of the cooperative stewardship model in the management of the CDT, what we accomplished in 2021, and what we are looking forward to in 2022.

Acknowledgements
The Continental Divide Trail Coalition would like to thank all the small business owners who took the time to complete our survey and provide valuable feedback that will inform our work in the future.

INTRODUCTION TO CDTC

The stewardship of the Continental Divide National Scenic Trail and the surrounding landscape continues to be critically important to the economy, life, and overall well-being of rural communities in the Rocky Mountain West. As we continue to collectively shape the future of our public lands and our communities, the recreational, cultural, and scenic resources of the CDT are more important to protect than ever. Protection of the Continental Divide Trail ensures that business owners, residents, local decision-makers, and visitors can continue to explore and connect on the Continental Divide and enjoy the myriad economic, health, mental, educational, and physical benefits that it provides.

— Andrea Kurth (she/her), Gateway Community Program Manager, CDTC
From August to December 2021, CDTC surveyed 136 small business owners in 38 communities located along the Continental Divide Trail to learn more about how the CDT impacts their businesses, the local economy, and their support for public lands.

### The Basics

From August to December 2021, CDTC surveyed 136 small business owners in 38 communities located along the Continental Divide Trail to learn more about how the CDT impacts their businesses, the local economy, and their support for public lands.

According to a Headwaters Economics report released in November 2021, the outdoor recreation economy contributed $374 Billion to the GDP in 2020. The outdoor recreation economy provides over 5.2 million jobs nationwide, and contributes to employment in the arts, entertainment, hospitality, food service, retail trade, manufacturing, transportation, and other industries.

Established as a National Scenic Trail in 1968, the Continental Divide Trail is U.S. Forest Service-administered trail that protects the natural, cultural, and historic resources along its length, while providing increased access to the Divide landscape, including the 20 National Forests, 25 Wilderness areas, 3 National Parks, 1 National Monument, and 13 BLM resource areas the trail connects.

The CDT offers myriad hiking, equestrian, fishing, birdwatching, skiing, and other recreational opportunities along its 3,100 miles. As it runs from the border with Mexico to the border with Canada along the Continental Divide, it traverses through and near mountain communities whose economies are increasingly bolstered by visitors and recreationists accessing nearby public lands. Outdoor recreation is an economic powerhouse along the CDT.

### Who We Surveyed

**Q: In which state is your business located?**

- MT (15%)
- ID (6%)
- WY (9%)
- CO (41%)
- NM (29%)

**Q: Is your business located in a designated CDT Gateway Community?**

- Yes (20%)
- No (80%)

**Q: How would you categorize your business?**

- Outdoor clothing or great store: 30 respondents
- Restaurant, bar, dispensary: 30 respondents
- Hotel, Motel, Hostel: 25 respondents
- Outdoor guide service: 17 respondents
- Airbnb, short-term rental, inn, or guesthouse: 14 respondents
- RV park or campground: 7 respondents
- Grocery or convenience store: 5 respondents
- Other: 33 respondents

**Overview of demographics data**

- Age of business: 28% of respondents were NEW small business owners (<10 years)
- Sex/Gender: 46% Female, 44% Male, 2% Gender non-conforming, 8% Prefer not to respond
- Race/ethnicity: 89% White, 5% Hispanic, Chicana/o/x, or Latina/o/e/x, 3% Multiracial, 3% Native American, 2% Other

### CDT States’ Outdoor Recreation Economies

Rankings amongst all 50 states, outdoor recreation as a percentage of state GDP

**#1**
- Montana: 3.8% of the state GDP, Jobs: 44K

**#4**
- Wyoming: 3.4% of the state GDP, Jobs: 14K

**#8**
- Idaho: 2.7% of the state GDP, Jobs: 50K

**#11**
- Colorado: 2.5% of the state GDP, Jobs: 120K

**#27**
- New Mexico: 1.9% of the state GDP, Jobs: 26K
CDT GATEWAY COMMUNITIES

CDT Gateway Communities are welcoming destinations along the Continental Divide Trail for visitors from around the world. Towns and counties designated as official CDT Gateway Communities are those that CDTC recognizes as friendly to trail users and dedicated to the completion and protection of the trail. We partner with Gateway Communities to give visitors a great experience and to continue our work completing, promoting, and protecting the Continental Divide Trail. From the high desert of New Mexico to the snow covered mountains of Montana and everywhere in between, CDT Gateway Communities span the length of the trail.

The impact of CDT Gateway Community Designation

Of respondents in CDT Gateway Communities:

- 70% reported that trail users spend money and have a positive impact on their revenue
- 60% reported they’d seen an increase in trail users coming through town since designation
- 54% saw an increase in awareness of the Continental Divide Trail among business owners and residents of their city or town
- 49% felt there was an overall increase in awareness of their city or town as an outdoor recreation hub or destination
- 41% saw an increase in traffic from trail users at their business

Gateway Communities

<table>
<thead>
<tr>
<th>Community</th>
<th>Population</th>
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<tbody>
<tr>
<td>Silver City, NM</td>
<td>9,386</td>
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<td>Grants, NM</td>
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<td>Cuba, NM</td>
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<td>Chama, NM</td>
<td>995</td>
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<td>Pagosa Springs, CO</td>
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<td>South Fork, CO</td>
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<td>Lake City, CO</td>
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<td>Salida, CO</td>
<td>6,373</td>
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<td>Leadville/Twin Lakes, CO</td>
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<td>Grand Lake, CO</td>
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<td>Steamboat Springs, CO</td>
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<td>Encampment &amp; Riverside, WY</td>
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<td>Rawlins, WY</td>
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<td>Pineale, WY</td>
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<td>Lemhi County, ID</td>
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<td>Butte, MT</td>
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<td>Anaconda, MT</td>
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<td>Helena, MT</td>
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<td>Lincoln MT</td>
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Overwhelmingly, business owners in CDT communities have experienced a positive impact from the CDT and support enhancing and protecting the trail and the surrounding landscape.

- 78% believe protecting, promoting, and enhancing the Continental Divide Trail is important to the well-being of businesses, jobs, and their community’s economy.
- 80% have seen growth in business in their community at large due to use of the Continental Divide Trail since 2014.
- 60% have experienced growth in their business in particular due to use of the Continental Divide Trail since 2014.

Colorado Economic Impact

In 2021, CDTC partnered with the University of Wisconsin Whitewater’s Fiscal and Economic Research Center to conduct a study on the economic impact of the CDT in Colorado. The report identified the current state of, and the potential of, the CDT as an economic driver for jobs, revenue, and other local industries in the rural economies of the Divide by looking at factors such as the main user groups visiting the lands and waters around the CDT, the average dollars spent on single or multi-day trips, popular hotspots along the trail, and the impact of the pandemic. The study found that:

- More than half of respondents came to Colorado to experience the Continental Divide.
- Responses demonstrated that the most appealing characteristics of the CDT were the scenery, the adventurous wilderness, and the peaceful, quiet terrain.
- An overwhelming majority of respondents indicated that protecting public lands in Colorado was very or extremely important.

Impact of the COVID-19 Pandemic

50% saw a decrease in business revenue in 2020, while 32% experienced an increase in business. 15% reported no change in revenue.
THE VALUE OF THE DIVIDE LANDSCAPE

The Continental Divide is the backbone of the North American continent. It is home to thousands of species of wildlife, the backyard for many growing communities, and the watershed for over 180 million people. In addition to being a place for all to explore, learn, and connect, the Divide is home to thousands of small businesses and entrepreneurs growing the outdoor recreation industry and bringing new opportunities to the Rocky Mountain West.

The new federal “America the Beautiful Initiative” commits to conservation priorities that create new jobs, provide good wages, and build new career pathways. The Principles of America the Beautiful include:

1. Pursue a Collaborative and Inclusive Approach to Conservation
2. Conserve America’s Lands and Waters for the Benefit of All People
3. Support Locally Led and Locally Designed Conservation Efforts
4. Honors Tribal Sovereignty and Support the Priorities of Tribal Nations
5. Pursue Conservation and Restoration Approaches that Create Jobs and Support Healthy Communities
6. Honor Private Property Rights and Support Voluntary Stewardship Efforts of Private Landowners and Fishers
7. Use Science as a Guide
8. Build on Existing Tools and Strategies with an Emphasis on Flexibility and Adaptive Approaches Beautiful Principles

90% of all respondents believe protecting, promoting, and enhancing public lands is important to the well-being of businesses, jobs, and their community’s economy.

A key component of the America the Beautiful Initiative that the Biden administration has committed to is the protection of at least 30% of lands and waters by the year 2030. This action is necessary in the fight against climate change in order to stop the loss of natural lands and support natural systems that communities and wildlife depend on for clean air, water, food, and their way of life. Of business owner respondents, 70% support the 30x30 initiative.

Respondents believe that Increased land and water protections, aligned with 30x30, could:

59% Increase awareness of my community as an outdoor recreation hub or destination
58% Increase the number of outdoor enthusiasts coming through my community
56% Provide outdoor recreation opportunities for residents
49% Increase stewardship engagement such as volunteerism and outdoor learning opportunities
46% Improve the quality of life in my community

46% Preserve cultural traditions like hunting and fishing
45% Increase business in my community
42% Improve public health and wellness in my community
35% Provide greater access to green spaces for historically underserved communities (Black, Indigenous, Latinx, LGBTQ+, disabled, low socioeconomic status etc.)
CDTC’s Business Member Program

CDTC’s Business Membership Program is a great way to demonstrate businesses’ commitment to preserving the nationally significant Continental Divide Trail, and to contribute to the positive feedback loop of trail users visiting and benefiting gateway communities. Almost 90% of small business owners along the CDT report that trail users contribute substantially to their community’s economy. By raising awareness of the trail as a CDTC Business Member, members situate their business at the center of the growing outdoor recreation economy.

In November of 2021, staff from CDTC sat down with a focus group composed of nine businesses across the trail with the intent to gain greater insight into how local economies are impacted by the stewardship of the CDT. From that conversation, these are the top concerns and challenges impacting the CDT trail community, as well as the opportunities businesses see in continuing to expand their communities’ connection to the CDT experience.

**BUSINESS MEMBER FOCUS GROUP**

**Challenges**

**#1 Trail Connectivity**
Gap sections of the trail pose a significant barrier to recreationists seeking a continuous footpath and locals exploring the trail in their own backyard. Incomplete sections and roadwalks are not the scenic experiences that travelers desire on the CDT, and often raise concerns regarding navigation and safety which can be a deterrent.

**#2 Extreme Weather Events**
Wildfires, flooding, windstorms, and other extreme climate events created obstacles for tourism and access to public lands. Communities across the West are on the frontlines of these unprecedented conditions, which pose a threat to businesses, public health, and the way of life for many in small rural towns.

**#3 Creating Connections**
A top priority for businesses is ensuring that travelers on the CDT have information on all the amenities, means of support, and businesses located in Gateway Communities, as well as information on changing conditions on the ground impacting routes and points of access.

**Opportunities**

**#1 Trail Completion:**
Completing the CDT remains a top priority for many business owners, particularly those in close proximity to gap sections. A path to completion, for many, is a means to increase revenue, create jobs, and create more opportunities to connect with recreationists.

**#2 Infrastructure & Transportation**
As the popularity of the CDT and public lands increases, business owners see investing in shuttle programs, sidewalks, alternative transit like biking, and downtown revitalizations as a critical component to increase foot traffic in their towns. By creating greater connections between trail and town, communities are more able to experience all the holistic benefits the CDT has to offer.

**#3 Promotion and Education**
Awareness of the CDT has steadily grown, particularly in the last decade. Business owners believe that educating locals and travelers alike about the CDT is a critical opportunity to build the reputation of their community as an outdoor recreation destination and to make a positive impact for locals looking to explore and connect in the outdoors.
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